

It's Your Business

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SBA has three different types of Resource Partners to enable FREE and confidential business counseling and training for small businesses.

- Expert business advisors can assist you in financial projections, business plans, marketing strategies, and much more.
- Our Resource Partners can provide business counseling to all types of firms.
- To find an SBA Resource Partner near you, please visit [our web site](#)

Helping small businesses
[start](#), [grow](#) and [succeed](#).



Your Small Business Resource

LAWLOR'S CONTINUES TO RUN UP THE SCORE THANKS TO SBA FINANCING

Lawlor's Custom Sportswear, an Omaha institution for more than 112 years, is a privately-held company delivering sports uniforms and other custom apparel and products to a wide variety of teams, clubs and organizations. In addition to its main store in west Omaha, Lawlor's also enjoys retail outlets in the city's Westroads and Oakview Malls.

The oldest family owned sporting goods store in the country, by 1921, Lawlor's began supplying uniforms to high schools and colleges, including the University of Nebraska football team. After brief forays over time retailing motorcycles, household appliances and ski equipment, in 2001, the company returned to devote full attention to its custom sportswear division, adding custom sportswear for the University of Omaha at Nebraska Mavericks, Creighton Blue Jays, and the Omaha Lancers professional hockey team.

Prior to the recession, Lawlor's had been growing revenue 25 percent each year. With sales up 30 percent so far in January and enthusiasm building for the next Cornhusker football season, Lawlor expects his company to return to its previous growth rate.

The recession hasn't been easy. Two of Lawlor's main suppliers went bankrupt. Still, he considers himself lucky to be in his current position. A recession-depressed real estate market helped Pat Lawlor score "a really good deal" on his new store. When an opportunity arose in November to rent prime real estate in a popular area shopping mall, Pat Lawlor knew it wasn't exactly the best time to expand his modest chain of sports apparel retail stores.

Revenues for Lawlor's Custom Sportswear, which has 28 employees in four locations in and around Omaha, were on track to be down 10% for the year. Plus, the company was already trying to pay off substantial debt.

The deal – which was a relative bargain because the vendor had trouble renting the space, thanks to the recession – would give Lawlor exclusive rights to sell Cornhusker fan clothing in the
(see Lawlor's, page 2)



The company's new Shadow Lake location.

STATEMENT FROM SBA ADMINISTRATOR

WASHINGTON – SBA issued the following statement Feb. 19 from Administrator Karen Mills regarding efforts to ensure continued funding for two key provisions in the American Reinvestment and Recovery Act (ARRA) of 2009:

"SBA's most popular ARRA provisions - the increased guarantee and reduced fees in the two largest lending programs - have helped engineer a significant turnaround in SBA lending. Continuing those ARRA provisions is SBA's top priority. Through the original \$375 million and the additional \$125 million appropriations for these two provisions, SBA has supported more than \$20 billion in lending to small businesses across the country and seen its average weekly loan volume increase by nearly 90 percent since February 2009. Through ARRA we brought nearly 1,100 lending institutions back to the SBA's programs that had not made an SBA loan since at least 2007. All told, these steps have
(see Statement, page 3)

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It's Your Business

The Nebraska District Office's premier newsletter keeps you informed on SBA programs which affect you and your business.

"This is not a struggling business — this business wanted to grow and expand its locations and hire more."

NETWORKING AT ITS BEST

Join other Omaha small businesses and area lenders at Omaha's Small Business Empowerment Breakfast on the second Friday of each month at the Regency Lodge, 909 South 107th Avenue, Omaha, from 7-8:30 a.m. The cost is \$14 per person, which includes a full buffet breakfast. Please register in advance online, and make checks payable to Regency Lodge.

The Empowerment Breakfast is simple and effective. Each month, four businesses introduce their services and products in a three-minute presentation. If you wish to be a presenter, please call Barb Foster at 221-7212. During this event, everyone attending is introduced, so bring your business cards, make some contacts, and have some fun!

LAWLOR'S SUCCESS STORY

(from Lawlor's, page 1)

popular Shadow Lake mall. "It was a chance to lock up a really good deal that normally would have been more expensive to do," he said.

Using their existing credit line with Security National Bank of Omaha, Lawlor's spent \$70,000 for improvements to their main facility, including installation of energy efficient heating and air conditioning. But that left the company's credit line stretched, limiting their ability to pay vendors and generate inventory.

"We've used the credit line to outfit our buildings, when every time we should have gotten a commercial loan," Lawlor said. "If you get too far behind on a credit line, that's the single biggest thing banks get nervous about."

Lawlor credits Michael Wear, a vice president at Security National Bank, for tipping him off about SBA Express (see below). The loan, approved in January for \$100,000, closed in less than two weeks. Lawlor's also qualified for a Recovery Act-funded reduction in fees, which saved the company \$2,000 upfront, said Michael Wear of Security National.

The business will use \$70,000 to consolidate the debt amassed from those building improvements, restoring the credit line needed for its seasonal purchasing requirements. The remaining \$30,000 will be used to open a new location at fast-growing Shadow Lake, a trendy retail center in nearby Papillion.

Wear said Lawlor's was a good candidate because it was an existing customer trying to build, rather than one seeking a loan to bail itself out of trouble.

"This is not a struggling business – this business wanted to grow and expand its locations and hire more," Wear said. "This is a happy story."

While the intent of securing the loan was to consolidate debt and open a new retail location, the financing will permit the company to retain 28 jobs, and have the potential to add four more employees.

SBA EXPRESS LOANS

A great option for businesses not looking to go through the lengthy process of a standard 7(a) loan is the SBA Express.

SBA's Express programs offer streamlined and expedited loan procedures for particular groups of borrowers. The program offers a maximum loan amount of \$350,000 with a 50 percent SBA loan guaranty. Variable interest rates are tied to the prime rate, and fixed rates are available.

A great feature of an SBA Express application is an accelerated turnaround time for the SBA review step; responses can be sent back within 36 hours.

On revolving lines of credit, the terms can be up to seven years with maturity extensions permitted at the outset.

Another benefit for borrowers is that lenders are not required to take collateral for loans up to \$25,000; lenders may use their existing collateral policy for loans over \$25,000 up to \$350,000.

The lender also primarily uses the institution's own forms and procedures, plus [SBA Form 1919](#). Loans made under this program generally follow SBA's standards for the 7(a) Loan Program.

TAKE THE MYSTERY OUT OF SBA LOANS

Bring your sack lunch and find out how to take the mystery out of SBA loans at a seminar March 25 from noon to 1 p.m. at the Nebraska Union (14 & R Street) on the University of Nebraska – Lincoln campus. Be certain to look for the room number posted in the lobby.

An important source of financing for entrepreneurs is the Small Business Administration (SBA) guaranteed loan program. The SBA provides short- and long-term guaranteed loans to eligible, credit-worthy start-ups and existing small businesses that cannot obtain financing on reasonable terms through normal lending channels. SBA provides a number of loan programs for most small business needs.

During this brief, you'll learn the steps you can take to help get the financing your small business needs. We'll explain the importance of a strong business plan, how our resource partners – SCORE and the Nebraska Business Development Center – can help you. You will find out why lenders use SBA guaranteed loans in their financing projects; and, take advantage of the chance to get answers to your small business financing questions.

Park in the two-hour visitor/metered parking northwest of the Culture Center; make sure you [review the campus map](#) if you're unfamiliar with the area.

Make your reservation now by [e-mail](#), by phone at (402) 472-5222, or [online](#).

The SBA Nebraska District Office extends our gracious appreciation to the University of Nebraska at Lincoln for providing the space for our seminar.

CONTINUING SUPPORT FOR SMALL BUSINESSES

(from *Statement*, page 1)

benefitted tens of thousands of small businesses and supported hundreds of thousands of jobs during these tough economic times. However, we know there is still more work to be done. As the President has requested, we will continue to work with Congress to extend these programs through September 2010.

"The additional \$125 million appropriation approved in December to extend SBA's 7(a) loan guarantee to 90 percent and reduce or eliminate borrower fees on both the 7(a) and 504 loans will be used faster than expected. Loan volume has surged since earlier this week when an Information Notice was released to lenders. SBA communicated with its lending partners today that it will re-activate the Recovery Loan Queue no later than Monday, Feb. 22. The Queue is an efficient and transparent process that will ensure that every remaining dollar possible is made available to help small businesses drive economic recovery across the country.

"The SBA advocates for small businesses across the federal government and will continue its efforts to keep America's small businesses on a path to recovery and long-term success. Small businesses are a central piece of President Obama's Jobs Plan because they have been and will continue to be a key engine for job creation across the country. With that in mind, President Obama laid out an aggressive agenda for providing small businesses with the support they need to create jobs and drive economic recovery. That agenda includes proposals in three key areas: expanding access to capital; providing tax incentives to encourage job creation; and maximizing the potential of innovative, high-growth companies."

SBA's ARRA Programs:

SBA received \$730 million in ARRA to support economic recovery programs for small businesses. Included in the appropriation was \$375 million to support raising the government guarantee to 90 percent on SBA's 7(a) loans and reducing some lender and borrower fees on its 7(a) and 504 loans, the agency's two largest lending programs. The funds for these popular provisions ran out in November 2009. SBA received an additional \$125 million appropriation in December 2009 along with authority to continue both of the programs through February.

SBA's 7(a) and 504 ARRA Transition Plan:

SBA is in the process of finalizing the plan for transitioning its 7(a) and 504 programs back to their pre-ARRA terms and communicating those plans with its lending partners. This plan, when implemented, will include re-activating the Recovery Loan Queues no later than Monday, Feb. 22, 2010. The Queues will operate in the same manner as when originally implemented in November 2009. Sometimes previously approved loans are later cancelled or never disbursed for a variety of reasons.

The Queues take this into account and beginning on the transition date will allow eligible small businesses, in consultation with their lenders, to choose to be placed in the queue for possible approval for an ARRA loan if funding becomes available. Small business owners and lenders will have transparent access to the queue via www.sba.gov/recoveryq and will be able to remove themselves from the queue at any time to be considered for a non-ARRA SBA loan with all applicable fees and, for 7(a) loans, standard guaranty levels.

The authorization for the 90 percent guarantee on 7(a) loans ends Feb. 28, 2010, though funds may be exhausted sooner. Furthermore, applications in the Queues after Feb. 28, 2010 will only be eligible for decreased or eliminated borrower fees when funds become available.

To learn more about SBA's ARRA programs and other resources for small businesses, please visit www.sba.gov.

ARRA ACT IMPACT IN NEBRASKA

As of Feb. 12, 2010, SBA has approved 447 Recovery Act-funded 7(a), Express and 504 loans supporting \$171 million in lending to Nebraska small businesses. Moreover, 56 America's Recovery Act, or ARC, loans for \$1,859,300 have gone to Nebraska's small business entrepreneurs.

Since last March, the average weekly loan volume of Recovery Act and non-Recovery Act loans in Nebraska has jumped 83 percent in dollar volume compared to the two months preceding passage of the ARRA.

CONGRATULATIONS TO FEBRUARY'S LOAN APPROVALS

| Approval Date | Program | Borrower Name | Gross Amt | Lender Name | Lender City |
|---------------|---------|--------------------------------|-----------|-------------------------------|---------------|
| 2/1/2010 | 7A | Database Systems, Inc. | 158800 | FIRST NATIONAL BANK OF OMAHA | OMAHA |
| 2/2/2010 | 7A | Alicia Lynette Berry | 70000 | FIRST CENTRAL BANK MCCOOK | MCCOOK |
| 2/2/2010 | 7A | NetCast, Inc. | 236000 | WELLS FARGO BANK NATL ASSOC | SIOUX FALLS |
| 2/3/2010 | 7A | CHADRAD COMMUNICATIONS, INC. | 205000 | FIRST NATIONAL BANK | NORTH PLATTE |
| 2/4/2010 | 7A | THE SEQUEL BOOKSHOP, LLC | 100000 | TIERONE BANK | LINCOLN |
| 2/4/2010 | 7A | TG Healthcare | 600000 | MUTUAL OF OMAHA BANK | OMAHA |
| 2/4/2010 | 7A | Database Systems, Inc. | 35000 | FIRST NATIONAL BANK OF OMAHA | OMAHA |
| 2/5/2010 | 7A | TG Healthcare | 150000 | MUTUAL OF OMAHA BANK | OMAHA |
| 2/5/2010 | 7A | Hickman Bar & Grill | 40000 | CORNHUSKER BANK | LINCOLN |
| 2/8/2010 | 7A | SUNRISE FAMILY DENTAL | 130000 | PINNACLE BANK | LINCOLN |
| 2/9/2010 | 7A | LL INTERESTS INC. | 50000 | UNION BANK AND TRUST COMPANY | LINCOLN |
| 2/9/2010 | 7A | Langemeier Heating and Cooling | 30000 | THE HERSHEY STATE BANK | HERSHEY |
| 2/9/2010 | 7A | FORD VAN LINES, INC | 100000 | FOUNDATION FIRST BANK | WATERLOO |
| 2/9/2010 | ARC | OUTDOOR OASIS, INC. | 34000 | GREAT WESTERN BANK | WATERTOWN |
| 2/9/2010 | 7A | Martina Nails & Spa | 266700 | WELLS FARGO BANK NATL ASSOC | SIOUX FALLS |
| 2/12/2010 | ARC | HUGEN REPAIR | 35000 | 1ST NATL BK - GORDON | GORDON |
| 2/12/2010 | 7A | MOTEL KIMBALL | 80000 | FIRST NATIONAL BANK | SIDNEY |
| 2/12/2010 | 504 | Kitty Lee Dance Studio | 455000 | NEBRASKA ECONOMIC DEVEL CORP | LINCOLN |
| 2/12/2010 | ARC | The Oregon Trail Trading Post, | 35000 | ADAMS BANK & TRUST | OGALLALA |
| 2/16/2010 | 7A | KRAUSE SWANEY, INC. | 60000 | UNION BANK AND TRUST COMPANY | LINCOLN |
| 2/16/2010 | 7A | Grow With Me Childcare & Presc | 273000 | WELLS FARGO BANK NATL ASSOC | SIOUX FALLS |
| 2/16/2010 | 504 | Scott Enterprises inc. | 1117000 | NEBRASKA ECONOMIC DEVEL CORP | LINCOLN |
| 2/16/2010 | 7A | GW Custom Cabinets & Furniture | 172600 | EXCEL NATIONAL BANK | BEVERLY HILLS |
| 2/17/2010 | 7A | RIVER CITY BARRICADE CO. | 1495000 | WELLS FARGO BANK NATL ASSOC | SIOUX FALLS |
| 2/18/2010 | 7A | Gemstone Hotels II L.L.C. | 80000 | COMMUNITY BANK OF LINCOLN | LINCOLN |
| 2/18/2010 | 7A | Sheric, Incorporated | 142000 | WELLS FARGO BANK NATL ASSOC | SIOUX FALLS |
| 2/18/2010 | 7A | Accent Chiropractic Clinic, L. | 139000 | WELLS FARGO BANK NATL ASSOC | SIOUX FALLS |
| 2/18/2010 | 504 | Amigos | 178000 | NEBRASKA ECONOMIC DEVEL CORP | LINCOLN |
| 2/18/2010 | 504 | Amigos | 204000 | NEBRASKA ECONOMIC DEVEL CORP | LINCOLN |
| 2/18/2010 | 7A | Jenny Craig | 89000 | WELLS FARGO BANK NATL ASSOC | SIOUX FALLS |
| 2/19/2010 | 7A | CONLEY'S AMUSEMENT GAMES, INC | 100000 | FIRST AMERICAN BANK | FORT DODGE |
| 2/20/2010 | 7A | ALTERNATIVES A CENTER FOR CONS | 80000 | FIRST COMMUNITY BANK | SIDNEY |
| 2/20/2010 | ARC | HAROLD'S TRENCHING | 30600 | SOUTHERN COMMERCIAL BANK | SAINT LOUIS |
| 2/20/2010 | ARC | MIDWAY WELDING, INC. | 35000 | PINNACLE BANK | LINCOLN |
| 2/20/2010 | 7A | SEWARD MOTOR FREIGHT | 1400000 | JONES NATL BK & TR CO - SEWAR | SEWARD |
| 2/20/2010 | 7A | PARTNERS IN LEARNING INC | 15000 | SUPERIOR FINANCIAL GROUP, LLC | WALNUT CREEK |